

## CONTRACT

**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

<u>Contract / Revision</u> 133665 /		<u>Alt Order #</u> 08310829
<u>Product</u> SENATE MAJORITY PAC		
<u>Contract Dates</u> 07/12/16 - 07/18/16		<u>Estimate #</u> 4985
<u>Advertiser</u> ISS/Senate Majority PAC-A		<u>Original Date / Revision</u> 06/24/16 / 06/24/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WHIO-TV	<u>Account Executive</u> Philadelphia CoxRep	<u>Sales Office</u> CoxReps Philad
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agy Code</u> TV14573	<u>Advertiser Code</u> 163	<u>Product 1/2</u> 173
<u>Agency Ref</u> 6686		<u>Advertiser Ref</u> 13916

And:

**Waterfront Strategies**  
**3050 K Street NW**  
**Suite 100**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	WHIO	07/12/16	07/18/16	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				2	\$500.00					
N 2	WHIO	07/12/16	07/18/16	Stephen Colbert	11:35 PM-12:37 X		:30			P-02		NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				4	\$500.00					
N 3	WHIO	07/12/16	07/18/16	Late Late Show: Cord	12:37 XM-1:35 XM		:30			P-02		NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$350.00					
N 4	WHIO	07/12/16	07/18/16	NewsCenter 7 @ noon	12:00 PM-12:30 F		:30			P-02		NM	3	\$3,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$1,250.00					
N 5	WHIO	07/12/16	07/18/16	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02		NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$700.00					
N 6	WHIO	07/12/16	07/18/16	Daybreak Edition 430a	4:25 AM-5:00 AM		:30			P-02		NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				2	\$250.00					
N 7	WHIO	07/12/16	07/18/16	Daybreak Edition 5a	5:00 AM-5:30 AM		:30			P-02		NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				2	\$700.00					
N 8	WHIO	07/12/16	07/18/16	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	3	\$5,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$1,750.00					
N 9	WHIO	07/12/16	07/18/16	Daybreak Edition 530a	5:30 AM-6:00 AM		:30			P-02		NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				1	\$800.00					
N 10	WHIO	07/12/16	07/18/16	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	2	\$3,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				2	\$1,850.00					

(\* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!



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<u>Contract / Revision</u> 133665 /		<u>Alt Order #</u> 08310829
<u>Contract Dates</u> 07/12/16 - 07/18/16		<u>Product</u> SENATE MAJORITY PAC
<u>Advertiser</u> ISS/Senate Majority PAC-		<u>Estimate #</u> 4985
		<u>Original Date / Revision</u> 06/24/16 / 06/24/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
N 11	WHIO	07/12/16	07/18/16	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	3	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$2,000.00					
N 12	WHIO	07/12/16	07/18/16	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				1	\$1,500.00					
N 13	WHIO	07/12/16	07/18/16	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				4	\$500.00					
N 14	WHIO	07/12/16	07/18/16	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	2	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				2	\$1,250.00					
N 15	WHIO	07/12/16	07/18/16	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	3	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTF--				3	\$400.00					
N 16	WHIO	07/15/16	07/15/16	Friday Prime Hour 3	10:00 PM-11:00 P		:30			P-02		NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	----1--				1	\$2,750.00					
N 17	WHIO	07/16/16	07/16/16	Sat Prime Hour 3	10:00 PM-11:00 P		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$1,000.00					
N 18	WHIO	07/16/16	07/16/16	CBS This Morning Sa	10:00 AM-12:00 P		:30			P-02		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$700.00					
N 19	WHIO	07/16/16	07/16/16	Sa 1235a-135a	12:35 XM-1:35 XM		:30			P-02		NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$300.00					
N 20	WHIO	07/16/16	07/16/16	Sa-Su Early News	6:00 PM-7:00 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$500.00					
N 21	WHIO	07/16/16	07/16/16	Sa 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$500.00					
N 22	WHIO	07/16/16	07/16/16	NewsCenter 7 Sa 8a	8:00 AM-10:00 AM		:30			P-02		NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1-				1	\$950.00					
N 23	WHIO	07/17/16	07/17/16	Sun Prime Hour 4	10:00 PM-11:00 P		:30			P-02		NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1				1	\$2,750.00					
N 24	WHIO	07/17/16	07/17/16	WHIO Reports	11:30 AM-12:00 P		:30			P-02		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1				1	\$350.00					
N 25	WHIO	07/17/16	07/17/16	Su 135a-4a	1:35 XM-2:35 XM		:30			P-02		NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1				1	\$200.00					
N 26	WHIO	07/17/16	07/17/16	NewsCenter 7 6p Su	6:00 PM-7:00 PM		:30			P-02		NM	1	\$500.00

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													1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1				1	\$500.00					
N 27	WHIO	07/17/16	07/17/16	CBS Su Morning	9:00 AM-10:30 AM		:30			P-02		NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	-----1				1	\$1,000.00					
N 28	WHIO	07/12/16	07/18/16	M-Su 11p News	11:00 PM-11:35 P		:30			P-02		NM	4	\$9,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/12/16	07/18/16	MTWTFSS				4	\$2,250.00					
N 29	WHIO	07/13/16	07/13/16	Wed Prime Hour 1	8:00 PM-9:00 PM		:30			P-02		NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/11/16	07/17/16	--1----				1	\$4,500.00					
Totals								0.00				55	\$59,750.00	

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/27/16 - 07/18/16	55	\$59,750.00	(\$8,962.50)	\$50,787.50
<b>Totals</b>	<b>55</b>	<b>\$59,750.00</b>	<b>(\$8,962.50)</b>	<b>\$50,787.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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REP HEADLINE# 8310829  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP

JUN24/16 11.27  
\*\*\* WHIO-TV \*\*\*

ADV # ADV. NAME ISS/SENATE MAJORITY PAC REP. # OFF. # SALESMAN #  
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME DAVID OUTEN

3050 K STREET NW - SUITE 100 SALES PRSN PH- NICK WELTE

WASHINGTON, DC 20007

ORDER # 1336665 CONTRACT # 8310829 CLASS: NATL. LOCAL REGIONAL

PRDCT SENATE MAJORITY PAC EST#4985 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUL12/16 JUL18/16 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUN24/16 11.27

REP: TO DEANNA  
FR JARED  
NEW ORDER - SENATE MAJORITY PAC  
TOTAL \$59750  
PLS CNF THANKS

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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AGENCY ADVERTISER CODE = 163  
AGENCY PRODUCT CODE = 173  
AGENCY EST# = 4985

1			1000A-1100A	30		\$500.00	7/12	7/18	2		TU-F,M	2
PROGRAM : DR. PHIL CON COM1: DR. PHIL												
2			1135P-1237A	30		\$500.00	7/12	7/18	4		TU-F,M	4
PROGRAM : LATE SHOW WITHSTEPHEN COLBERT CON COM1: LATE SHOW WITHSTEPHEN COLBERT												

JUN24/16 11.27  
\*\*\* WHIO-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
3			1237A-135A PROGRAM : LATE LATE SHOW WITHJAMES CORDEN CON COM1: LATE LATE SHOW WITHJAMES CORDEN	30		\$350.00	7/12	7/18	3		TU-F,M	3
4			1200N-1230P PROGRAM : NEWS CENTER 7 CON COM1: NEWS CENTER 7	30		\$1,250.00	7/12	7/18	3		TU-F,M	3
5			400P-500P PROGRAM : ELLEN CON COM1: ELLEN	30		\$700.00	7/12	7/18	3		TU-F,M	3
6			430A-459A PROGRAM : DAYBREAK EDITION 430A CON COM1: DAYBREAK EDITION 430A	30		\$250.00	7/12	7/18	2		TU-F,M	2
7			500A-530A PROGRAM : DAYBREAK EDITION CON COM1: DAYBREAK EDITION	30		\$700.00	7/12	7/18	2		TU-F,M	2
8			500P-530P PROGRAM : NEWS CENTER AT 5P CON COM1: NEWS CENTER AT 5P	30		\$1,750.00	7/12	7/18	3		TU-F,M	3
9			530A-600A PROGRAM : DAYBREAK EDITION CON COM1: DAYBREAK EDITION	30		\$800.00	7/12	7/18	1		TU-F,M	1
10			530P-600P PROGRAM : 530P NEWS CON COM1: 530P NEWS	30		\$1,850.00	7/12	7/18	2		TU-F,M	2
11			600P-630P PROGRAM : 6P NEWS CON COM1: 6P NEWS	30		\$2,000.00	7/12	7/18	3		TU-F,M	3

JUN24/16 11.27  
\*\*\* WHIO-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
12			600A-700A PROGRAM : DAYBREAK EDITION CON COM1: DAYBREAK EDITION	30		\$1,500.00	7/12	7/18	1		TU-F,M	1
13			700P-730P PROGRAM : WHEEL OF FORTUNE CON COM1: WHEEL OF FORTUNE	30		\$500.00	7/12	7/18	4		TU-F,M	4
14			700A-900A PROGRAM : CBS THIS MORNING CON COM1: CBS THIS MORNING	30		\$1,250.00	7/12	7/18	2		TU-F,M	2
15			900A-1000A PROGRAM : LIVE-KELLY AND MICHAEL CON COM1: LIVE-KELLY AND MICHAEL	30		\$400.00	7/12	7/18	3		TU-F,M	3
16			1000P-1100P PROGRAM : BLUE BLOODS-CBS CON COM1: BLUE BLOODS-CBS	30		\$2,750.00	7/15	7/15	1		FRI	1
17			1000P-1100P PROGRAM : 48 HOURS-CBS CON COM1: 48 HOURS-CBS	30		\$1,000.00	7/16	7/16	1		SAT	1
18			1000A-1200N PROGRAM : CBS SATURDAY MORNING CON COM1: CBS SATURDAY MORNING	30		\$700.00	7/16	7/16	1		SAT	1
19			1235A-135A PROGRAM : CASTLE CON COM1: CASTLE	30		\$300.00	7/16	7/16	1		SAT	1
20			600P-700P PROGRAM : NEWS CENTER 7 (INCLUDES CBS NEWS) CON COM1: NEWS CENTER 7 (INCLUDES CBS NEWS)	30		\$500.00	7/16	7/16	1		SAT	1

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
21			700P-730P PROGRAM : WHEEL OF FORTUNE CON COM1: WHEEL OF FORTUNE	30		\$500.00	7/16	7/16	1		SAT	1
22			800A-1000A PROGRAM : NEWS CENTER 7SATURDAY MORNING CON COM1: NEWS CENTER 7SATURDAY MORNING	30		\$950.00	7/16	7/16	1		SAT	1
23			1000P-1100P PROGRAM : ELEMENTARY CON COM1: ELEMENTARY	30		\$2,750.00	7/17	7/17	1		SUN	1
24			1130A-1200N PROGRAM : WHIO REPORTS CON COM1: WHIO REPORTS	30		\$350.00	7/17	7/17	1		SUN	1
25			135A-235A PROGRAM : ENTERTAINMENT TONIGHT CON COM1: ENTERTAINMENT TONIGHT	30		\$200.00	7/17	7/17	1		SUN	1
26			600P-700P PROGRAM : NEWS CENTER 7 CON COM1: NEWS CENTER 7	30		\$500.00	7/17	7/17	1		SUN	1
27			900A-1030A PROGRAM : CBS SUNDAY MORNING CON COM1: CBS SUNDAY MORNING	30		\$1,000.00	7/17	7/17	1		SUN	1
28			1100P-1135P PROGRAM : NEWS CENTER 7 CON COM1: NEWS CENTER 7	30		\$2,250.00	7/12	7/18	4		TU-M	4
29			800P-900P PROGRAM : BIG BROTHER CON COM1: BIG BROTHER	30		\$4,500.00	7/13	7/13	1		WED	1



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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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JUL/16 59750.00

CONTRACT TOTAL 59750.00  
 TOTAL SPOTS 55

MARKET TOTALS \$119,500 WHIO 50% WDTN 21% WKEF 11% WRGT 15% CABL 0% WBDT 3%

SVC- NSI  
 DEMOS- RA35+\*